

Dear FCC Commissioners & Staff:

My name is Thomas Leonard and I am the CEO and president of LANLINE.COM, in White Plains, NY. We began business in 1996 and presently have 2,000 customers, most of whom live and work in White Plains but we also do a fair amount of web hosting for customers throughout the nation, and have some overseas customers as well.

We offer many services that our local phone company, Verizon, does not. Services like free email spam protection so young children are not bombarded with pornographic spam email. We also help many non-profit organization like the Irvington Childrens Center by providing free access and hosting services.

When we opened for business we started, as many ISPs did, with a stack of ordinary dial-up modems and a fistful of phone lines from Verizon. Of course getting phone lines from Verizon was always a problem, and we frequently lost customers due to their reliability issues.

Nowadays we have moved on from ordinary phone lines to digital BRI's (Basic Rate ISDN), and if another CLEC came to town, we would move all of the business we could over to that company.

Unfortunately, I can't say the same about DSL. If we want to offer Internet access over DSL to our customers, we must do it through Verizon, and the prices Verizon has offered us make it impossible for us to compete. We are expected to pay nearly \$35 per month for the data line to reach the customer, and turn around and compete with Verizon, which is offering reconfigured phone lines, internet access and free \$200 modems, for \$50 per month. There is no way we can offer this product without losing money, and so we have limited our position in the DSL market. Unfortunately this also means that we are losing customers, either to Verizon for DSL or to the cable company, since more and more of our customers are demanding faster access and if we can't provide it, they'll go to someone who will. If that trend continues, LANLINE.COM will not be around much longer.

I do not have the resources to fight the tariff that Verizon has filed that allows it to get away with charging ISPs a wholesale rate of \$35 for access to the network. I believe the true cost is probably a great deal less than that. However, I also do not believe that the answer to this problem is simply to allow Verizon to stop selling access to the network at all, or to take away the requirements that are supposed to be preventing Verizon from discriminating.

The answer is for the FCC to make a good faith effort to uncover the discrimination (whether it is in pricing or provisioning) and put an end to it. Until the FCC has demonstrated that it is willing to do this for ISPs, any talk about lifting the rules for monopolies like Verizon is premature.

I hope that you will take my comments seriously - I am sending a copy of this letter to my Congressman as well.

Sincerely,

Thomas Leonard
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